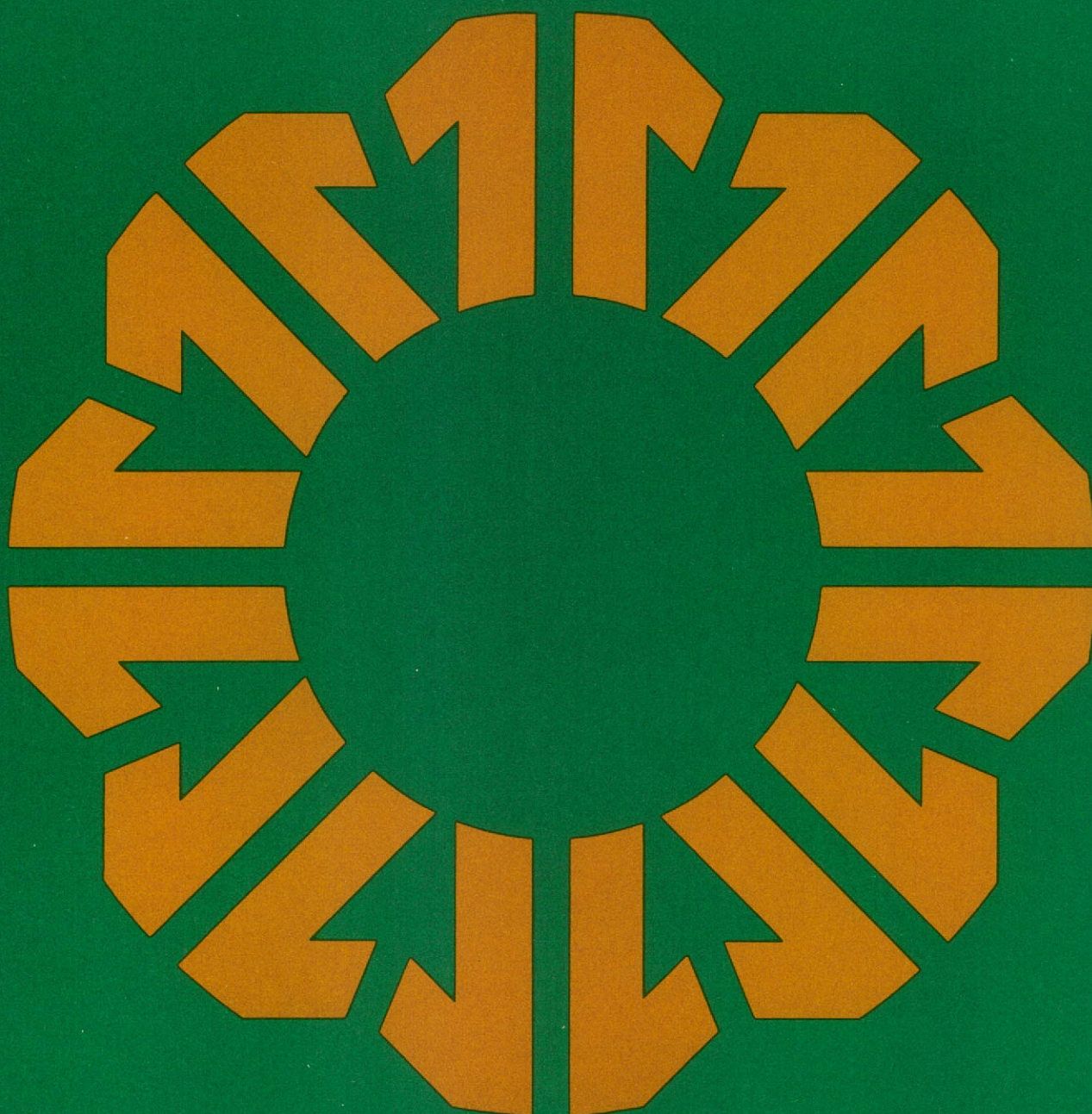


ALBERTA OPPORTUNITY COMPANY

ANNUAL REPORT
For the year ended
March 31, 1982



ALBERTA OPPORTUNITY COMPANY

THE ALBERTA OPPORTUNITY FUND ACT

"There is hereby established a fund under the name of the Alberta Opportunity Fund, the total amount of which shall not exceed \$150,000,000, and which shall be held and administered by the Company with the object of promoting the development of resources and the general growth and diversification of the economy of Alberta."

The Alberta Opportunity Company reports to the Legislature through:

**THE MINISTER FOR TOURISM & SMALL BUSINESS,
THE HON. J. ALLEN ADAIR**



Heritage Fund

Alberta Heritage Savings Trust Fund

BOARD OF DIRECTORS

"The Board has direction and control over the conduct of the business and affairs of the Company."
(A.O.F. Act)

Chairman:
Managing
Director:

ROBERT W. CHAPMAN, Edmonton

ROY W. PARKER, Ponoka

LAWRENCE H. BAISLEY, Medicine Hat

W. GORDON BUCHANAN, High Prairie

JAMES D. FLETCHER, C.A., Grande Prairie

(MRS.) BERDIE H. FOWLER, Camrose

CHARLES T. HECKBERT, Vermilion

R. JAMES JENSEN, Edson

D. EDWIN LEWIS, Q.C., Calgary

STANLEY A. MILNER, Edmonton

LORNE C. ORDZE, Camrose

ROBERT M. PARKYN, F.C.A., Lethbridge

N. F. WILLIAM PICARD, Edmonton

GUY B. WILDERS, Ponoka



ALBERTA OPPORTUNITY COMPANY

MANAGING DIRECTOR'S REPORT

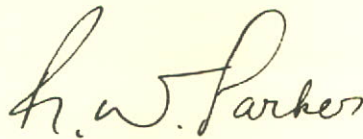
March 31, 1982, marked the completion of A.O.C.'s first decade of service to the small business community of Alberta. During this period approximately 2,500 loans totalling \$250 million were approved and disbursed to Alberta businesses which could not obtain funds from conventional lenders. We are pleased to note that the vast majority of these businesses are still in existence and operating successfully.

During fiscal 1982, A.O.C. loan approvals reached a record level of approximately \$42 million. A major factor in reaching this new high is the fact that A.O.C. now operates branch offices in Peace River, Vermilion, Red Deer and Brooks. These branches were opened in response to an increased level of business activity in these areas during recent years. As well, they represent an attempt to help small business in all areas of the province cope with high interest rates and the economic uncertainty currently being experienced.

A.O.C.'s net losses, before grants from the province, decreased significantly in fiscal 1982. This decrease was achieved partly by allowing the previously frozen interest rates to rise to their traditional position, just below market. In the absence of an equity base, however, losses on operations — before provincial grants are included — will continue to grow as A.O.C.'s loan portfolio expands.

It is expected that the current economic malaise will continue at least into the second half of the current year. In response to this, private sector lenders are likely to be increasingly cautious, and the demand on A.O.C. for financial assistance should grow.

While Alberta's economic outlook in the medium term and beyond is considered excellent, national and international factors appear to preclude an immediate return to the high level of growth experienced in the 1970's. We anticipate A.O.C. financial and management assistance to entrepreneurs in the small business community will play an increasingly vital role while current economic conditions remain in place.



R. W. Parker
Managing Director



ALBERTA OPPORTUNITY COMPANY

BALANCE SHEET AS AT MARCH 31, 1982

ASSETS	1982	1981
Cash	\$ 13,317	\$ 1,395
Deposits in trust with the Province of Alberta, including accrued interest receivable	2,259,596	1,929,033
Inventory, at cost, subject to repurchase agreement	14,652	28,896
Accounts receivable	10,551	8,240
Prepaid expenses	22,181	10,346
	<u>2,320,297</u>	<u>1,977,910</u>
 Loans and accrued interest receivable	 135,074,233	 117,219,916
Less: Allowance for doubtful accounts (Notes 2 & 3)	10,805,939	9,377,593
	<u>124,268,294</u>	<u>107,842,323</u>
 Industrial incentive loan receivable (Note 4)	 —	 427,473
Less: Allowance for possible forgiveness	—	427,473
	<u>—</u>	<u>—</u>
 Office equipment and leasehold improvements (Note 5)	 151,792	 86,453
Property held for sale (Note 6)	2,313,068	590,529
	<u>2,464,860</u>	<u>676,982</u>
 Trust assets (Note 10)	 104,192	 86,448
	<u>\$ 129,157,643</u>	<u>\$ 110,583,663</u>

The accompanying notes are part
of these financial statements.



ALBERTA OPPORTUNITY COMPANY

BALANCE SHEET AS AT MARCH 31, 1982

LIABILITIES	1982	1981
Accounts payable	\$ 1,998,681	\$ 1,348,101
Holdbacks and accrued interest payable	161,874	271,339
Deferred income (Note 4)	300,000	—
	<u>2,460,555</u>	<u>1,619,440</u>
Advances from the Province of Alberta:		
Balance, beginning of year	612,386	612,386
Advances forgiven (note 4)	300,000	—
Balance, end of year	<u>312,386</u>	<u>612,386</u>
Long term debt (Note 7)	<u>125,800,000</u>	<u>106,800,000</u>
Retained earnings:		
Balance, beginning of year	1,465,389	3,830,871
Net income (loss) for the year — Statement "B"	<u>(984,879)</u>	<u>(2,365,482)</u>
Balance, end of year	<u>480,510</u>	<u>1,465,389</u>
Trust liabilities (Note 10)	<u>104,192</u>	<u>86,448</u>
	<u>\$ 129,157,643</u>	<u>\$ 110,583,663</u>

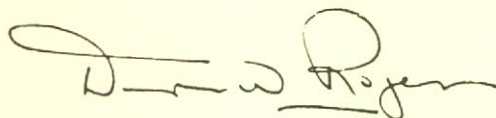
AUDITOR GENERAL'S REPORT

AUDITOR'S REPORT

To the Board of Directors of the
Alberta Opportunity Company

I have examined the balance sheet of the Alberta Opportunity Company as at March 31, 1982, and the statements of income and expenses and source and application of funds for the year then ended. My examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as I considered necessary in the circumstances.

In my opinion, these financial statements present fairly the financial position of the Company as at March 31, 1982, and the results of its operations and the source and application of its funds for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.



C.A.
Auditor General

Edmonton, Alberta
May 10, 1982

MC GILL LIBRARY
448655 JUL 27 1982
604. DICKSON HALL



ALBERTA OPPORTUNITY COMPANY

STATEMENT OF INCOME AND EXPENSES

FOR THE YEAR ENDED MARCH 31, 1982

STATEMENT B

	1982	1981
Income:		
Interest revenue	\$ 13,757,057	\$ 11,078,453
Guarantee fees	12,284	10,001
Miscellaneous	1,912	25,353
	<u>13,771,253</u>	<u>11,113,807</u>
Expenses:		
Interest expense (Note 2)	12,688,739	10,175,701
Staff — Schedule 1	2,855,672	2,260,122
Other manpower — Schedule 2	497,436	540,700
Communications — Schedule 3	382,518	366,463
Other operating expenses — Schedule 4	499,421	402,863
Loss on property held for sale	3,015	36,242
	<u>16,926,801</u>	<u>13,782,091</u>
Net income (loss) before the undernoted:	(3,155,548)	(2,668,284)
Provision for doubtful accounts (Notes 2 & 3)	(3,174,981)	(4,744,662)
Bad debt recoveries	395,650	97,464
Net income (loss) on operations	(5,934,879)	(7,315,482)
Grant from the Province of Alberta (Note 2)	4,950,000	4,950,000
Net income (loss)	<u>\$ (984,879)</u>	<u>\$ (2,365,482)</u>

STATEMENT OF SOURCE AND APPLICATION OF FUNDS

FOR THE YEAR ENDED MARCH 31, 1982

STATEMENT C

	1982	1981
Source of funds:		
From operations:		
Net income (loss) — Statement "B"	\$ (984,879)	\$ (2,365,482)
Add: Non cash Transactions:		
Provision for doubtful accounts (Notes 2 & 3)	3,174,981	4,744,662
Depreciation and amortization	42,517	34,902
	<u>2,232,619</u>	<u>2,414,082</u>
Borrowers' repayments	14,511,593	15,376,523
Borrowing from the Province:		
Issue of debentures	34,000,000	28,000,000
Less: debenture repayments	15,000,000	12,200,000
	<u>19,000,000</u>	<u>15,800,000</u>
Advances forgiven (Note 4)	300,000	—
	<u>18,700,000</u>	<u>15,800,000</u>
Total source of funds	<u>\$ 35,444,212</u>	<u>\$ 33,590,605</u>
Application of Funds:		
Loan funds disbursed during the year	\$ 34,112,545	\$ 33,758,401
Increase (decrease) in other assets	1,331,667	(167,796)
Total application of funds	<u>\$ 35,444,212</u>	<u>\$ 33,590,605</u>



ALBERTA OPPORTUNITY COMPANY
SCHEDULES OF EXPENSES
FOR THE YEAR ENDED MARCH 31, 1982

SCHEDULE 1

	1982	1981
Staff:		
Salaries and wages	\$ 2,463,394	\$ 1,953,984
Pension plans	176,068	150,780
Unemployment insurance	31,914	19,482
Medical and group insurance	45,458	21,791
Workers' Compensation Board	5,593	3,233
Educational assistance	1,183	308
Recruitment expense	8,788	7,196
Relocation expense	123,274	103,348
	<u>\$ 2,855,672</u>	<u>\$ 2,260,122</u>

SCHEDULE 2

Other Manpower:		
Board of Directors' fees	\$ 117,151	\$ 128,335
Professional and other fees:		
Legal	311,828	325,327
Consultants	62,876	83,402
Credit reporting agencies	5,581	3,636
	<u>\$ 497,436</u>	<u>\$ 540,700</u>

SCHEDULE 3

Communications:		
Telephone and telegraph	\$ 44,049	\$ 48,756
Mail and messenger service	11,628	10,473
Travel	156,277	142,643
Advertising	170,564	164,591
	<u>\$ 382,518</u>	<u>\$ 366,463</u>

SCHEDULE 4

Other Operating Expenses:		
Occupancy costs	\$ 285,389	\$ 240,563
Data processing	9,682	9,330
Office supplies and services	56,695	44,891
Vehicle and equipment	78,180	50,283
Fees and subscriptions	21,842	14,345
Depreciation and amortization	21,286	13,670
Insurance	4,107	4,761
Audit	22,000	23,750
Miscellaneous	240	1,270
	<u>\$ 499,421</u>	<u>\$ 402,863</u>



ALBERTA OPPORTUNITY COMPANY

NOTES TO THE FINANCIAL STATEMENTS MARCH 31, 1982

Note 1

Authority

The Alberta Opportunity Company operates under the authority of the Alberta Opportunity Fund Act, Chapter A-34, Revised Statutes of Alberta 1980.

Note 2

Significant Accounting Policies

Allowance for doubtful accounts:

The provision for doubtful accounts is determined following a detailed review of the accounts and is based on the Company's historical experience.

Depreciation and amortization:

Office equipment owned by the Company is depreciated on a diminishing balance basis at 20% per annum. Leasehold improvements are amortized over the remaining term of each lease.

Interest expense:

Interest expense reflects cost of borrowing on long term debt less interest revenue received on the deposits in trust with the Province of Alberta.

The issue at March 31, 1979 of the \$50,000,000 Series A, 9.9% debenture due March 31, 1989, as shown in Note 7, repaid the Province of Alberta's equity investment in the Company which had been by way of a non-interest bearing advance from the General Revenue Fund. The payment of the annual interest charge on this debenture, of \$4,950,000, is by way of a grant provided by the Province of Alberta to the Alberta Heritage Savings Trust Fund.

Note 3

Allowance for Doubtful Accounts

An analysis of the account is as follows:

	1982	1981
Balance, beginning of year	\$ 9,377,593	\$8,191,749
Accounts written off	(2,174,108)	(3,558,818)
Provision	3,174,981	4,744,662
Transfer from industrial incentive loans	427,473	—
Balance, end of year	\$10,805,939	\$9,377,593

Note 4

Industrial Incentive Loan

These loans were made under authority of the Industrial Development Incentives Act which provided that, with the approval of the Lieutenant Governor in Council, repayment of the loans may be forgiven in whole or in part, providing that no loan may be wholly forgiven before the expiration of five years from the date money was first advanced under the loan. During this five year period, no interest is charged on a loan and no repayment of principal is required providing a borrower continues in operation and meets certain other conditions.

During the year the Lieutenant Governor in Council forgave \$300,000 of the \$427,473 Industrial Incentive Loan and also forgave advances of \$300,000 due to the Province of Alberta. The balance of the Industrial Incentive loan then became collectable and the total loan of \$427,473 was transferred to loans receivable. The Company will write-off the forgiven portion of the loan receivable when the balance of the \$127,473 has been repaid. Pending repayment, the \$300,000 of forgiven advances is recorded as deferred income.

Note 5

Office Equipment and Leasehold Improvements

These assets are held at cost less accumulated depreciation and amortization of \$74,072 at March 31, 1982 (\$54,352 - 1981).

Note 6

Property Held for Sale

Employee residences:

These are residences of transferred employees, purchased by the Company under its guaranteed home purchase plan and they are recorded at market value.

\$ 180,000

Assets of borrowers whose businesses have failed:

Assets held at nominal value

1

A partially completed building of a borrower whose loan was in default and acquired by the Company through foreclosure proceedings which is presently being completed for sale. Valued at cost.

60,532

141.34 acres of land acquired through tender proceedings in order to protect the Company's second mortgage position on a loan to a borrower who was placed in receivership. Valued at cost.

1,715,138

Other:

On land leased from the Province of Alberta at the Slave Lake airport the Company constructed a 21,360 sq. ft. commercial hangar. The hangar was initially intended to be leased or sold to a client. However, this client subsequently declared bankruptcy and rental operations of the premises will be conducted until the property is sold. For the year ended March 31, 1982 total income from the facility amounted to \$24,431 (\$20,538 - 1981) and during the same period \$40,843 (\$56,780 - 1981) of expenses were incurred resulting in an operating loss for the year of \$16,412 (\$36,242 - 1981). This asset is held at cost less an accumulated amortization of \$120,311 at March 31, 1982 (\$99,080 - 1981).

357,397

\$2,313,068



Note 7

Long Term Debt

The following debentures issued to the Province of Alberta are held by the Alberta Heritage Savings Trust Fund.

Amount Authorized		Outstanding Principal
\$50,000,000	Series A, 9.90% due March 31, 1989	\$ 50,000,000
25,000,000	Series B, 9.44% due March 31, 1984	10,000,000
5,000,000	Series B, 10.00% due June 15, 1984	3,000,000
5,000,000	Series B, 10.90% due October 15, 1984	3,000,000
5,000,000	Series B, 11.75% due January 31, 1985	3,000,000
6,000,000	Series B, 11.75% due March 31, 1985	3,600,000
8,000,000	Series B, 10.84% due June 15, 1985	6,400,000
5,000,000	Series B, 13.47% due September 30, 1985	4,000,000
4,000,000	Series B, 12.94% due January 15, 1986	3,200,000
12,000,000	Series B, 14.23% due March 31, 1986	9,600,000
8,000,000	Series B, 15.80% due June 15, 1986	8,000,000
8,000,000	Series B, 18.40% due September 30, 1986	8,000,000
6,000,000	Series B, 16.67% due February 15, 1987	6,000,000
16,000,000	Series B, 15.60% due March 31, 1987	8,000,000
		<u>\$125,800,000</u>

Principal repayments by fiscal year

1982 - 83	\$21,000,000	1985 - 86	11,800,000
1983 - 84	21,000,000	1986 - 87	6,000,000
1984 - 85	16,000,000	1988 - 89	50,000,000
			<u>\$125,800,000</u>

The Company has been informed by the Province that the holder of the Series B debentures will not accept early redemption of the debentures although this is allowed for under the terms of the debentures. The Company will then maintain the debentures until their maturity at the repayment terms in effect at issue dates and forgo any interest rate reductions which may be available through early redemption and concurrent refinancing of the debt.

Note 8

Contingent Liabilities

Guarantees of bank loans:

The Company is contingently liable as a guarantor of bank loans aggregating \$747,000 at March 31, 1982 (\$942,000 - 1981).

Legal actions:

There are 28 claims totalling approximately \$9,100,000 (20 claims totalling approximately \$7,400,000 - 1981) against the Company and/or its various agents. The Company considers that a valid defense exists in each instance and no material loss is anticipated.

Note 9

Commitments

Authorizations to be disbursed at March 31 are as follows:

	1982	1981
Loans	\$20,413,263	\$13,738,214
Guarantees	25,000	90,000
Inventory	—	55,681
	<u>\$20,438,263</u>	<u>\$13,883,895</u>

Note 10

Trust Assets and Liabilities

Under the authority of Order in Council 989/71 the Alberta Commercial Corporation, a predecessor organization, administered funds deposited with the Company by the Human Resources Development Authority for the creation of employment opportunities for local people including those of native origin.

The trust funds under administration at March 31, are as follows:

	1982	1981
Advances from the Province of Alberta	\$229,970	\$229,970
Deduct Deficit:		
Balance, beginning of year	143,522	152,890
Add Expenses:		
Provision for doubtful accounts	2,689	2,683
	<u>146,211</u>	<u>155,573</u>
Less Earnings	20,433	12,051
Balance, end of year	<u>125,778</u>	<u>143,522</u>
Trust funds due to the Province of Alberta	<u>\$104,192</u>	<u>\$ 86,448</u>
Trust assets consist of:		
Cash and short term deposits	\$104,192	\$ 86,448
Loan receivable (less allowance for doubtful accounts of \$39,883; \$37,194 - 1981)	—	—
	<u>\$104,192</u>	<u>\$ 86,448</u>

Note 11

Comparative Figures

The 1981 figures have been restated where necessary to conform to the 1982 presentation.

Note 12

Financial Statement Review

These financial statements, which have been prepared by the Company, have been reviewed by both the Management of the Company and the Audit and Budget Committee of the Board on May 10, 1982, and their Acceptance by the Board of Directors is recommended.





ALBERTA OPPORTUNITY COMPANY
FIVE-YEAR STATISTIC SUMMARY
FOR YEARS ENDED MARCH 31st

HIGHLIGHTS		1978	1979	1980	1981	1982
New Loan & Guarantee Authorizations	Number	296	351	370	304	311
	\$ Value	\$23,285,000	\$27,164,000	\$38,442,000	\$31,864,596	\$41,722,683
	Year to Year % Increase	# 10% \$ 33%	# 19% \$ 17%	# 5% \$ 42%	# (18%) \$ (17%)	# 2% \$ 31%
Total Outstanding and Commitments	Number	880	1,073	1412	1502	1653
	\$ Value	\$91,810,000	\$101,835,000	\$121,105,082	\$132,539,797	\$156,314,031
	Year to Year % Increase	# 18% \$ 10%	# 22% \$ 11%	# 32% \$ 19%	# 6% \$ 9%	# 10% \$ 18%

FINANCIAL

	1978	1979	1980	1981	1982
TOTAL REVENUE					
Year-to-Year % Increase					
EXPENSE: % to Revenue					
Staff Salaries and Expense	\$ 1,369,667	\$1,546,675	\$1,979,770	\$ 2,260,122	\$ 2,855,672
Other Operating Expense	699,805	858,551	1,115,265	1,310,026	1,379,375
Interest Expense	1,161,747	1,731,146	7,885,622	10,175,701	12,688,739
Provision for Loan Losses	3,264,690	2,123,823	2,524,389	4,744,662	3,174,981
Miscellaneous Expense (Income)	(445,654)	(622,578)	(528,401)	(61,222)	(392,635)
TOTAL EXPENSE	6,050,255	5,637,617	12,976,645	18,429,289	19,706,132
NET INCOME (LOSS) On Operations	553,245	1,524,535	(4,423,229)	(7,315,482)	(5,934,879)
Grant From Province of Alberta	—	—	4,950,000	4,950,000	4,950,000
NET INCOME (LOSS)	553,245	1,524,535	526,771	(2,365,482)	(984,879)
YEAR-END BALANCES					
Loans & Interest Receivable	73,581,210	82,171,922	102,396,856	117,219,916	135,074,233
Undisbursed loan commitments	15,646,377	17,984,462	17,378,376	13,883,895	20,438,263
Advances From Province of Alberta	65,073,538	72,332,386	91,612,386	107,412,386	126,112,386
Retained Earnings	1,779,565	3,304,100	3,830,871	1,465,389	480,510
Provision for Loan Losses	5,886,373	6,573,743	8,191,749	9,377,593	10,805,939
PERSONNEL					
Ponoka & Head Office Staff	39.5	42.5	45	50	53.5
Branch Staff	24	28	31	31	42





ALBERTA OPPORTUNITY COMPANY

APPLICATIONS AND AUTHORIZATIONS

	1978			1979			1980			1981			1982		
	#	\$	#	\$	#	\$	#	\$	#	\$	#	\$	#	\$	\$
TOTAL APPLICATIONS	717	77,030,722	839	77,667,778	947	118,825,579	923	140,712,259	965	196,675,956					
Average Amount		107,435		92,572		125,476		152,451		203,809					
APPLICATIONS AUTHORIZED	362	28,914,645	426	33,877,701	444	44,841,400	353	36,531,378	354	46,040,483					
% to Total Applications	50%	38%	51%	43%	47%	38%	38%	26%	37%	23%					
APPLICATIONS DECLINED	256	32,471,285	274	29,254,678	375	53,426,229	415	73,090,284	456	103,322,474					
% to Total Applications	36%	42%	33%	38%	40%	45%	45%	52%	47%	53%					
APPLICATIONS WITHDRAWN	99	15,644,792	139	14,535,399	128	20,557,950	155	31,090,597	155	47,312,999					
% to Total Applications	14%	20%	16%	19%	13%	17%	17%	22%	16%	24%					
NOT ACCEPTED AFTER AUTHORIZATIONS	66	5,629,600	75	6,713,205	74	6,399,400	49	4,666,782	43	4,317,800					
% to Applications Authorized	18%	19%	18%	20%	17%	14%	14%	13%	12%	9%					
NET NEW AUTHORIZATIONS	296	23,285,045	351	27,164,496	370	38,442,000	304	31,864,596	311	41,722,683					
Average Amount		78,666		77,392		103,897		104,818		134,157					
Median Amount		46,818		40,714		56,842		59,412		72,750					
PURPOSE OF AUTHORIZATIONS (\$)															
To Establish a New Business	47%	11,049,180	30%	8,260,192	29%	11,096,139	27%	8,619,833	38%	15,846,075					
To Expand an Existing Business	41%	9,559,665	57%	15,397,824	60%	23,156,515	60%	19,145,592	44%	18,302,140					
To Purchase an Existing Business	12%	2,676,200	13%	3,506,480	11%	4,189,346	13%	4,099,171	18%	7,574,468					

ALBERTA OPPORTUNITY COMPANY

REGIONAL DISTRIBUTION OF AUTHORIZATIONS

	1978			1979			1980			1981			1982	
	#	\$	%	#	\$	%	#	\$	%	#	\$	%	#	\$
Northern Alberta	78	7,444,050		113	7,695,277		132	12,092,664		101	12,894,781		77	10,689,842
% to Total	26%	32%		32%	28%		36%	32%		33%	40%		25%	26%
Central Alberta	79	5,175,165		94	9,601,050		96	10,315,550		62	5,293,784		85	14,241,425
% to Total	27%	22%		27%	35%		26%	27%		21%	17%		27%	34%
Southern Alberta	71	4,892,000		91	6,396,680		92	11,649,574		86	9,182,595		106	12,572,190
% to Total	24%	21%		26%	24%		25%	30%		28%	29%		34%	30%
Sub-Total - Non-Metro Areas	228	17,511,215		298	23,693,007		320	34,057,788		249	27,371,160		268	37,503,457
% to Total	77%	75%		85%	87%		87%	89%		82%	86%		86%	90%
Edmonton	30	2,463,380		27	1,675,000		24	2,291,452		20	2,200,615		17	2,033,426
% to Total	10%	11%		8%	6%		6%	6%		7%	7%		6%	5%
Calgary	38	3,310,450		26	1,796,489		26	2,092,760		35	2,292,821		26	2,185,800
% to Total	13%	14%		7%	7%		7%	5%		11%	7%		8%	5%

CUMULATIVE TO MARCH 31, 1982

(Including all prior years' authorizations by Alberta Opportunity Company and its predecessor Alberta Commercial Corporation)

Northern Alberta			Edmonton			Central Alberta			Calgary			Southern Alberta		
#	\$	%	#	\$	%	#	\$	%	#	\$	%	#	\$	%
2700	278,840,931		762	82,001,391		294	27,568,669		667	67,364,822		321	30,673,989	
% to total	28%	29%	11%	10%	25%	24%	12%	11%	24%	11%	24%	26%	26%	26%





ALBERTA OPPORTUNITY COMPANY

DISTRIBUTION OF AUTHORIZATIONS BY SIZE

	1978	1979	1980	1981	1982
\$0 to \$50,000	52%	56%	43%	45%	39%
\$50,001 to \$100,000	29%	20%	25%	23%	28%
\$100,001 to \$200,000	10%	16%	20%	20%	17%
\$200,001 to \$500,000	8%	7%	10%	10%	13%
Over \$500,000	1%	1%	2%	2%	3%

FINANCING BY PROJECT AND SOURCE

Project	1978		1979		1980		1981		1982	
	%	\$	%	\$	%	\$	%	\$	%	\$
Land	9	3,207,406	15	5,705,471	11	5,715,637	14	6,166,022	14	8,501,237
Buildings	40	13,740,553	42	15,719,611	38	19,632,767	38	16,761,797	46	27,392,196
Machinery and Vehicles	21	7,280,242	23	8,384,590	25	13,337,094	22	9,682,394	18	10,733,944
Working Capital	23	8,136,451	16	5,985,382	20	10,284,136	21	8,906,666	12	7,184,283
Miscellaneous	7	2,419,973	4	1,502,840	6	2,967,720	5	2,266,454	10	5,802,129
TOTAL	100	34,784,625	100	37,297,894	100	51,937,354	100	43,783,333	100	59,613,789
Financing										
A.O.C. — Loan	63	21,858,045	73	27,164,496	72	37,512,000	71	30,982,596	69	41,437,683
A.O.C. — Guarantee	4	1,427,000	—	—	2	930,000	2	882,000	1	285,000
New Equity Investment	18	6,179,315	18	6,595,768	15	8,018,589	17	7,292,893	20	11,620,259
Other Lenders	11	3,811,002	4	1,644,451	5	2,628,472	6	2,713,110	5	3,216,946
Miscellaneous	4	1,509,263	5	1,893,179	6	2,848,293	4	1,912,734	5	3,053,901
TOTAL	100	34,784,625	100	37,297,894	100	51,937,354	100	43,783,333	100	59,613,789

ALBERTA OPPORTUNITY COMPANY

AUTHORIZATIONS BY INDUSTRY SECTOR

	1978		1979		1980		1981		1982	
	%	\$	%	\$	%	\$	%	\$	%	\$
Manufacturing										
Food & Beverage	2	513,750	1	197,000	2	685,500	3	976,700	2	840,800
Agricultural Products & Machinery	5	1,085,000	1	197,000	2	592,534	2	672,000	—	—
Furniture & Wood Products	4	866,000	2	688,000	4	1,362,500	4	1,109,521	2	846,000
Metal Fabrication & Machinery	11	2,522,300	5	1,515,050	11	4,439,250	10	3,118,300	5	2,128,550
Structures & Vehicle Manufacture	2	474,000	3	792,000	4	1,553,500	1	444,000	1	320,000
Textiles & Clothing	1	320,500	3	700,000	—	174,500	4	1,400,000	—	162,000
Petrochemical & Plastic Products	1	202,000	4	1,168,000	—	115,000	—	30,000	—	—
Other Manufactured Products	3	655,500	2	514,209	3	1,124,550	4	1,243,000	7	2,806,650
TOTAL MANUFACTURING	29	6,639,050	21	5,771,259	26	10,047,334	28	8,993,521	17	7,104,000
Service										
Tourist & Entertainment	14	3,309,815	14	3,844,200	6	2,435,900	17	5,511,906	31	12,783,226
Construction	3	795,300	5	1,422,000	4	1,337,400	2	740,560	3	1,205,900
Transportation	—	34,000	2	447,450	—	103,150	—	—	1	486,000
Business Services	16	3,591,750	17	4,675,810	20	7,862,401	12	3,920,200	19	7,771,818
Personal Services	25	5,860,890	22	5,841,467	20	7,561,490	22	6,813,754	14	5,959,601
Other Services	13	3,054,240	19	5,162,310	24	9,094,325	19	5,884,655	15	6,412,138
TOTAL SERVICE	71	16,645,995	79	21,393,237	74	28,394,666	72	22,871,075	83	34,618,683
TOTAL AUTHORIZATIONS	100	23,285,045	100	27,164,496	100	38,442,000	100	31,864,596	100	41,722,683



ALBERTA OPPORTUNITY COMPANY

HEAD OFFICE

PONOKA

5110 - 49 Avenue, P.O. Box 1860, T0C 2H0
Telephone (403) 783-4481

Managing Director: Roy Parker

Deputy Managing Director - Loans: Jim Anderson

Deputy Managing Director - Administration: Brian Parsk, C.A.

Credit Superintendents: Art Hahn, John Kennedy, Amir Dato

Comptroller: Jim Gill

Director, Support Services: Don Trenerry

BRANCHES

EDMONTON

19th Floor, Capitol Square
10065 Jasper Ave., T5J 3B1
Telephone (403) 427-2140
Manager: Frank Rogers

GRANDE PRAIRIE

10135 - 101 Ave., T8V 2L8
Telephone (403) 539-2220
Manager: Gordon Johnston

PEACE RIVER

2nd Floor, Heart Business Centre
10011 - 102 Ave., T0H 2X0
Telephone (403) 624-6387
Manager: Doug Niemetz

ST. PAUL

4th Floor, Provincial Building
P.O. Box 1990, T0A 3A0
Telephone (403) 645-2112
Manager: Doug Gillies

EDSON

107A - 50 St.
P.O. Box 2940, T0E 0P0
Telephone (403) 723-6260
Manager: Bob Harris

RED DEER

#504, Parkland Square Building
4901 - 48 St., T4N 6M4
Telephone (403) 343-5550
Resident Loans Officer: Art Foulston

VERMILION

#16, 5125 - 50 Ave., T0B 4M0
Telephone (403) 853-2911
Manager: Garry Noe

CALGARY

Ste. 403, Centre 70
7015 Macleod Trail S., T2H 0L7
Telephone (403) 261-6437
Manager: Dick Demers

LETHBRIDGE

#201, 714 - 5 Ave. South, T1J 0V1
Telephone (403) 329-5474
Manager: Wayne Blair

MEDICINE HAT

St. 202, Royal Bank Building
578 - 3rd St. S.E., T1A 0H3
Telephone (403) 529-3594
Manager: Gordon Taylor

BROOKS

Box 307
408 - 1 St. West
Brooks School District Office, T0J 0J0
Telephone (403) 362-3500
Resident Loans Officer: Wayne Eisbrenner

